

Message Text

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PAGE 01 LONDON 09769 251355Z

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ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 /020 W

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R 251338Z JUN 75

FM AMEMBASSY LONDON

TO SECSTATE WASHDC 2317

UNCLAS LONDON 09769

E.O. 11652: N/A

TAGS: BEXP, UK

SUBJECT: SPECIALIZED TRADE MISSIONS - INCREASED ADVANCE
OFFICER ACTIVITIES

REF: 10 FAM 974.2; DEPT.S A-9156 OF 12/13/74

1. EMBASSY WELCOMES NEW ALLOCATION OF ACTIVITIES FOR
TRADE MISSION ADVANCE OFFICER ANNOUNCED REPAIR. FACTS OF
LIFE IN U.K. ARE THAT MOST EFFECTIVE INDUSTRIAL CONTACTS
FOR SPECIALIZED TRADE MISSIONS USUALLY LOCATED OUTSIDE OF
GREATER LONDON AREA, THIS NECESSITATES CONSIDERABLE
TRAVEL AND VERY DETAILED AND PRECISE ADVANCE ARRANGE-
MENTS. INCREASE IN ADVANCE OFFICER TIME ALLOCATION
SHOULD GO FAR TOWARDS HELPING US MEET THIS PROBLEM.

2. AS WITH ALL SUCH FORMULATIONS, HOWEVER, BEST FORMAT
IN WORLD WILL BREAK DOWN IF QUALIFIED PERSONNEL NOT
ASSIGNED AS ADVANCE OFFICERS SINCE THEY BEAR PRIMARY
RESPONSIBILITY FOR SUCCESS IN ADVANCE PLANNING WHICH IN
TURN INFERS THEY PERSONALLY ARE ABLE AND WILLING TAKE ON
DEMANDING AND UNREWARDING TASKS OF MAKING DETAILED AD-
VANCE ARRANGEMENTS. NECESSITY FOR THIS KIND OF RESPONSI-
BLE HANDLING MORE CRUCIAL HERE SINCE TRADE MISSIONS WILL
OFTEN BE AWAY FROM BASE OF SUPPORT WHICH EMBASSY USUALLY
ABLE PROVIDE.

3. WE WOULD FURTHER URGE THAT ADVANCE MAN SHOULD ACCOM-
PANY TRADE MISSION DURING VISIT THUS SHARPENING HIS SENSE
OF PERSONAL RESPONSIBILITY FOR ADVANCE ARRANGEMENTS.

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RICHARDSON

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 25 JUN 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975LONDON09769
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750220-0847
From: LONDON
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750618/aaaaapvw.tel
Line Count: 61
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 75 10, 75 FAM 974, 75 DEP A-9156, 75 OF 12/13/74
Review Action: RELEASED, APPROVED
Review Authority: greeneet
Review Comment: n/a
Review Content Flags:
Review Date: 13 FEB 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <13 FEB 2003 by PhilliR0>; APPROVED <10 MAR 2004 by greeneet>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: SPECIALIZED TRADE MISSIONS - INCREASED ADVANCE OFFICER ACTIVITIES
TAGS: BEXP, UK
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006